

L M C
TRUCK
40 Years Of Parts

LONG
MOTOR
CORPORATION

ORIGINAL

VICTORIA
BRITISH
LTD
A Division of Long Motor Corporation

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022

August 19, 2003

Federal Maritime Commission
800 North Capitol Street
Washington DC 20573
Attn: Hon. Steven R. Blust, Chairman

P3--03

RECEIVED
03 OCT -9 PM 3:55
FEDERAL MARITIME COMM

Re: UPS Annlication for Exemntion

Dear Chairman Blust:

Long Motor Corporation supports the petition of UPS for an exemption under Section 16 of the Shipping Act of 1984 for the purpose of offering service contracts to its shippers.

Long Motor Corporation is engaged in the sale of Classic British Sports Car parts and older American pick-up truck parts. Our freight consists mainly of automobile and pick-up truck parts. Our shipments principally originate in Lenexa, Kansas. We have been a UPS shipper for approximately 20 years.

It would be beneficial to us if UPS were able to offer service contracts, with confidential rates and enhanced service features customized to our particular needs. While UPS's existing services often present the best transportation solution, the ability to negotiate confidential rates for the ocean portion of our freight movements, coupled with UPS's end-to-end air or surface services in the USA, would enable us to get the most value for our shipping expenditures and enhance the specialized value-added features we could offer to our customers. This would allow us more flexibility in selecting suppliers and enable us to provide a more competitive product. This is very important to us in light of intense price and service pressure we face from our foreign competitors.

Accordingly, we support the UPS petition, and we request the Commission to grant it.

Sincerely yours:

Loween Maynard

Loween Maynard

Manager, Inventory Database/Import